R J Reynolds
Tobacco Company

F. V. Natale
Regional Business Manager
150 Lawrence Bell Drive
Suite 108
Williamsville, NY 14221
Phone: (716) 634-3143
Fax: (716) 634-3145

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To: All Retail Representatives

Please find enclosed instructions for answering the new price gap questions. In addition, I have enclosed the new price gap defense grid for the Divisions as well as the strategy decision tree with the old defense grid omitted. It is important that you communicate with your poquet on either Saturday, August 10, 1996 or Sunday, August 11, 1996. You will receive further instructions from you RM later this week.

Thanks,

Fray
F. V. Natale

Enclosures
FVN:lkb

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